



UTAH
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Business Opportunities in Chile, 2012



Funded in part through a grant award with the U.S. Small Business Administration.

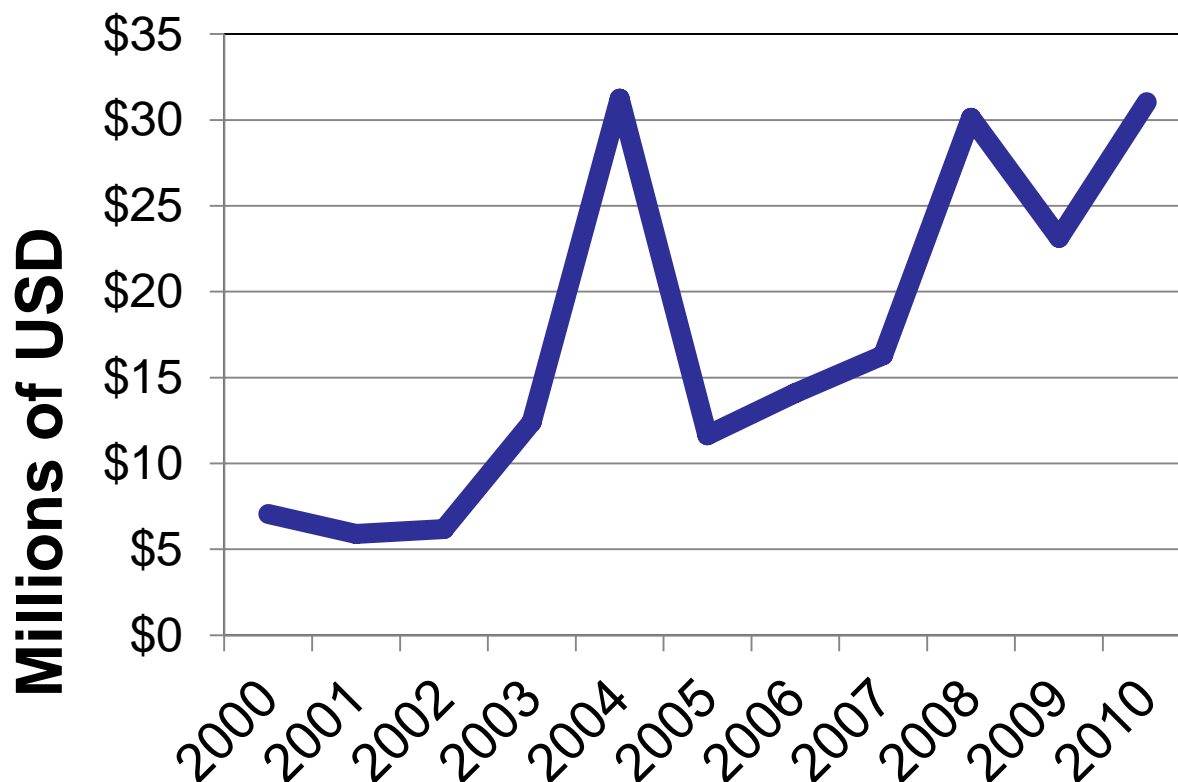


- USA-Chile Free Trade Agreement.
 - Currently no duties on 90% of US exports to Chile.
 - All duties eliminated by 2015.
- US exports to Chile reached \$10bn in 2010, more than any other country.
- President Sebastian Piñera continues to promote a liberal market economy.



Utah Exports to Chile 2000-2010

- Utah exports to Chile more than tripled between 2000 and 2010.

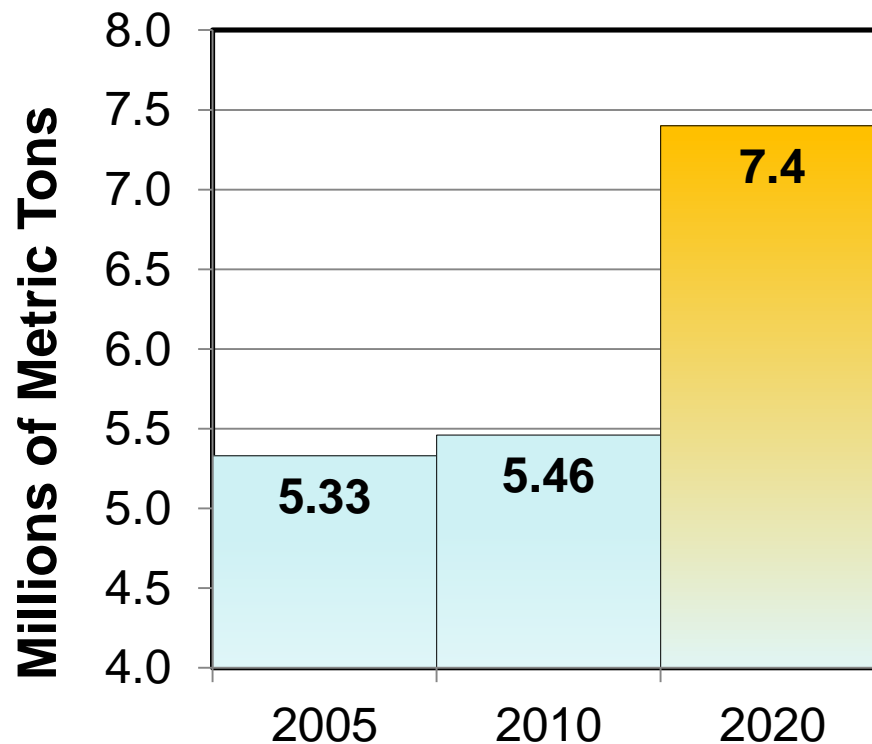


Adapted from Trade Stats Express



Chilean Mining Opportunities

- Chile is the largest copper producer in the world.
 - Annual production is expected to increase to 7.3mn metric tons by 2020 (5.4mn metric tons in 2009).



*Adapted from the Chilean
Ministry of Mining and the US
Commercial Service*

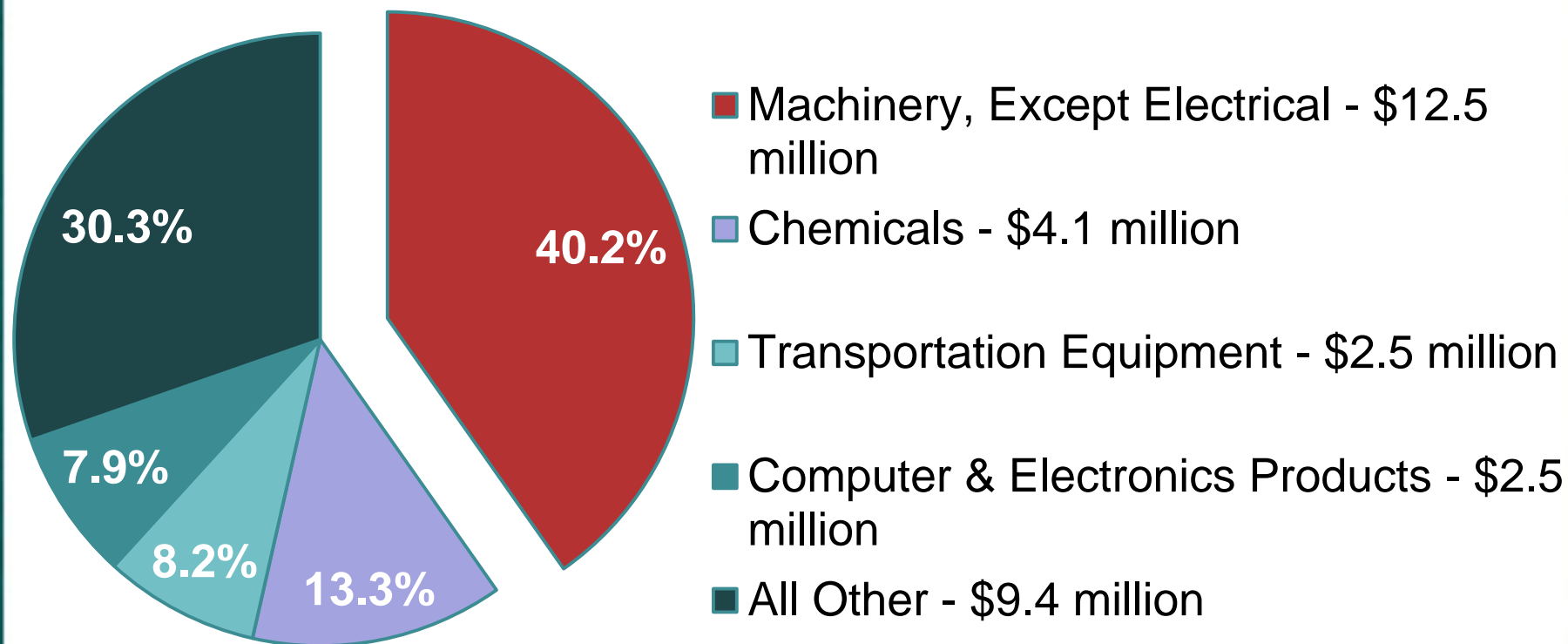


Mining Supplier Opportunities

- Mining investment in Chile is growing rapidly.
 - Thus, demand for related products and services is increasing.
- The USA is the largest mining equipment supplier to Chile.
- Utah currently exports considerable amounts of machinery to Chile.
 - In 2010, Utah exported \$12mn worth of non-electrical machinery to Chile.



Various Utah Exports to Chile



Adapted from Trade Stats Express



Mining Supplier Opportunities

- Sub-Sector Prospects include:
 - Equipment that requires regular replacement,
 - Equipment: grinders, off-road trucks, cabbed truck chassis, parts for rock cutters, excavators, cranes and screening machines.
 - Environmental system solutions: water treatment, water desalination, air pollution abatement, mine closure, carbon footprint reduction.
 - Underground mining technology services and wear-resistant materials.



Utah Governor's Office *of*
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